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ADA American Dental Association

211 East Chicago Avenue
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The Bureau of Economic and Behavioral Research

The 1988 Survey of Dental Practice

Employment Status of Dentists

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EMPLOYMENT STATUS OF DENTISTS
FOR THE YEAR 1987

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HIGHLIGHTS

* Among all dentists who worked in private practice as a primary occupation, 94.4% were owners or part-owners in their current primary practices.

* For all dentists, sole proprietorship is the predominant form of dental practice ownership (57.1%). This holds true for general practitioners, of whom 61.8% are currently sole proprietors. In the case of specialists, however, there is a greater tendency to be a shareholder in an incorporated practice (50.1%) rather than a sole proprietor (38.7%).

* Among all dentists who began in their current primary practice as nonowners in an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis, 69.2% are currently owners or part-owners of their dental practices.

* Of all current nonowner dentists, 17.9% started in their current primary practices as owners. Most current nonowners (78.3%), however, began as associates in incorporated or unincorporated practices.

* Among all dentists graduating after 1980, the percentage of dentists practicing as sole proprietors (57.4%) is higher than the percentage of dentists who started their current practices as sole proprietors (48.5%).

INTRODUCTION

This report provides descriptive statistics from the 1988 Survey of Dental Practice on the employment status of private practitioners in the United States for the year 1987. Some of the areas summarized are: initial ownership status of current primary practice, current ownership status in primary practice, and the changes in these two.

Tables are presented separately for all dentists (private practitioners), independent (owner) dentists, solo dentists, nonowner dentists, and dentists graduating since 1980. Each section is preceded by a brief summary citing statistics on all responding dentists in a given category. The tables present detailed data for general practitioners and specialtists, for each of the five categories.

ALL DENTISTS

Most dentists started in their current primary practices as owners (84.3%) acting as sole proprietor, partner, or shareholder in an incorporated practice. Sole proprietorship was the most common form of dental practice ownership, representing 71.7% of all dentists, 72.8% of all general practitioners, and 67.6% of all specialists.

Most dentists (94.4%) share in the ownership of their current primary practice or are the sole owners of their practices.

Currently among all dentists, sole proprietorship remains the predominant form of dental practice ownership, represented by 57.1% of this sample. Most general practitioners are sole proprietors (61.8%), while most specialists (50.1%) are shareholders in an incorporated practice. Fewer specialists (38.7%) are sole proprietors.

Among all dentists who began in their current primary practices as nonowners, 69.2% became owners or part-owners; 29.8% became sole proprietors, 26.4% became shareholders in an incorporated practice, and the remaining 13.0% became partners.

EMPLOYMENT STATUS OF DENTISTS

ALL DENTISTS

DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
TYPE OF DENTIST	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
SOLE PROPRIETOR	1119	72.8	263	67.6	1382	71.7
PARTNER	102	6.6	27	7.0	129	6.7
SHAREHOLDER - INCORPORATED	75	4.9	39	10.0	114	5.9
NONSHAREHOLDER - INCORPORATED	88	5.7	31	8.0	119	6.2
EMPLOYED, ASSOCIATE - UNINCORPORATED	87	5.6	17	4.3	103	5.4
INDEPENDENT CONTRACTOR	68	4.4	12	3.1	80	4.3
ALL	1538	100.0	389	100.0	1927	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT STATUS OF DENTISTS

ALL DENTISTS

DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	951	61.8	150	37.7	1101	57.1
PARTNER	112	7.3	29	7.6	142	7.4
SHAREHOLDER - INCORPORATED	382	24.8	195	50.1	576	29.9
NONSHAREHOLDER - INCORPORATED	36	2.4	5	1.2	41	2.1
EMPLOYED, ASSOCIATE - UNINCORPORATED	16	1.0	1	0.2	17	0.9
INDEPENDENT CONTRACTOR	41	2.6	9	2.2	49	2.6
ALL	1538	100.0	389	100.0	1927	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT STATUS OF DENTISTS

ALL DENTISTS

DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	79	32.6	11	18.7	90	29.8
PARTNER	29	11.9	10	17.3	39	13.0
SHAREHOLDER - INCORPORATED	53	22.0	26	44.0	80	26.4
NONSHAREHOLDER - INCORPORATED	30	12.3	4	6.7	34	11.2
EMPLOYED, ASSOCIATE - UNINCORPORATED	13	5.3	1	1.3	14	4.5
INDEPENDENT CONTRACTOR	38	15.9	7	12.0	46	15.1
ALL	243	100.0	60	100.0	305	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

INDEPENDENT DENTISTS

Of all independent dentists, 88.6% started in their current primary practices as owners, acting as sole proprietor, partner, or shareholder in an incorporated practice. Sole proprietorship was the most common form of dental practice ownership; 75.3% of all independent dentists, 76.7% of all independent general practitioners, and 69.9% of all independent specialists were sole proprietors.

Currently among all independent dentists, sole proprietorship is still the predominant form of dental practice ownership (60.5%). Independent general practitioners tend to be sole proprietors (65.8%), while the majority of independent specialists are shareholders in an incorporated practice (52.0%). Fewer independent specialists (40.1%) are currently sole proprietors.

Among independent dentists who began in their current primary practices as nonowners, specialists are more likely to become shareholders (60.3%). General practitioners tend to choose sole proprietorships (55.6%).

EMPLOYMENT STATUS OF DENTISTS — INDEPENDENT DENTISTS

DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	1108	76.7	262	69.9	1370	75.3
PARTNER	100	7.0	26	7.0	127	7.0
SHAREHOLDER - INCORPORATED	75	5.2	39	10.4	114	6.3
NONSHAREHOLDER - INCORPORATED	60	4.1	27	7.2	87	4.8
EMPLOYED, ASSOCIATE - UNINCORPORATED	65	4.5	16	4.2	81	4.5
INDEPENDENT CONTRACTOR	36	2.5	5	1.3	41	2.3
ALL	1445	100.0	375	100.0	1820	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT STATUS OF DENTISTS — INDEPENDENT DENTISTS

DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	951	65.8	150	40.1	1101	60.5
PARTNER	112	7.8	29	7.9	142	7.8
SHAREHOLDER - INCORPORATED	382	26.4	195	52.0	576	31.7
ALL	1445	100.0	375	100.0	1820	100.0

DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	89	55.6	9	19.2	98	47.3
PARTNER	26	16.2	10	20.5	36	17.2
SHAREHOLDER - INCORPORATED	45	28.2	29	60.3	74	35.5
ALL	160	100.0	47	100.0	208	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

SOLO DENTISTS

Of all solo dentists, 93.0% started in their current primary practices as owners, acting as sole proprietor, partner, or shareholder in an incorporated practice. Sole proprietorship was the most common form of dental practice ownership, 84.8% for all solo dentists, 85.8% for all solo general practitioners, 80.9% for all solo specialists.

Currently among all solo dentists, sole proprietorship is still the predominant form of dental practice ownership (71.8%). Both solo general practitioners and solo specialists tend to be sole proprietors, 76.7% and 51.7%, respectively. However, a large proportion of the solo specialists are shareholders in an incorporated practice (48.3%).

Among all solo dentists who began in their current primary practices as nonowners, there is a tendency for solo specialists to become shareholders in an incorporated practice (55.6%). Independent general practitioners tend to favor sole proprietorships (70.9%).

EMPLOYMENT STATUS OF DENTISTS — SOLO DENTISTS

DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	927	85.8	209	80.9	1136	84.8
PARTNER	32	3.0	12	4.6	44	3.3
SHAREHOLDER - INCORPORATED	44	4.1	21	8.3	65	4.9
NONSHAREHOLDER - INCORPORATED	28	2.6	8	3.1	36	2.7
EMPLOYED, ASSOCIATE - UNINCORPORATED	31	2.9	6	2.5	37	2.8
INDEPENDENT CONTRACTOR	19	1.8	2	0.6	21	1.6
ALL	1080	100.0	259	100.0	1668	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT STATUS OF DENTISTS

SOLO DENTISTS

DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	828	76.7	134	51.7	962	71.8
SHAREHOLDER - INCORPORATED	252	23.3	125	48.3	377	28.2
ALL	1080	100.0	259	100.0	1339	100.0

DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	42	70.9	6	44.4	48	65.7
SHAREHOLDER - INCORPORATED	17	29.1	8	55.6	25	34.3
ALL	59	100.0	14	100.0	73	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EMPLOYED DENTISTS

Of all current nonowner dentists, 17.9% started in their current primary practices as owners, acting as sole proprietor or partner in an incorporated practice. Most (78.3%) nonowner dentists began in their current primary practice employed by an incorporated (49.3%) or unincorporated (29.0%) dental practice on a salary, commission, percentage or associate basis.

Currently among all nonowner dentists, employment by an incorporated practice is still the predominant form of dental practice employment (71.0%).

Note that the following tables for employed dentists contain a low number of respondents; this limitation should be considered when interpreting these results.

EMPLOYMENT STATUS OF DENTISTS

EMPLOYED DENTISTS

DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
TYPE OF DENTIST	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
SOLE PROPRIETOR	9	16.3	1	14.3	9	16.1
PARTNER	1	2.0	0	0	1	1.8
NONSHAREHOLDER - INCORPORATED	25	46.9	4	71.4	29	49.3
EMPLOYED, ASSOCIATE - UNINCORPORATED	16	30.6	1	14.3	17	29.0
INDEPENDENT CONTRACTOR	2	4.1	0	0	2	3.7
ALL	52	100.0	6	100.0	58	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
NONSHAREHOLDER - INCORPORATED	36	69.4	5	85.7	41	71.0
EMPLOYED, ASSOCIATE - UNINCORPORATED	16	30.6	1	14.3	17	29.0
ALL	103	100.0	6	100.0	58	100.0

DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
NONSHAREHOLDER - INCORPORATED	29	71.1	4	83.3	33	72.3
EMPLOYED, ASSOCIATE - UNINCORPORATED	12	28.9	1	16.7	13	27.7
ALL	41	100.0	5	100.0	45	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTISTS GRADUATING SINCE 1980

Most dentists graduating since 1980 began in their current primary practices as owners (62.3%). Sole proprietorship was the most common form of dental practice ownership for both general practitioners (48.5%) and specialists (48.1%).

Currently, among all dentists graduating after 1980, the percentage of dentists practicing as sole proprietors (57.4%) is higher than the percentage of dentists who started in their current practices as sole proprietors (48.5%). In comparison, among all dentists, the percentage of sole proprietors is currently 14.6 percentage points lower than the percentage of dentists who started as sole proprietors. Among all dentists graduating since 1980, sole proprietorship shows the most rapid growth with an increase of 8.9 percentage points. The second most rapidly growing type of ownership is that of shareholders in an incorporated practice, rising 5.3 points from 4.9% of initial ownership to 10.2% of current ownership.

EMPLOYMENT STATUS OF DENTISTS — DENTISTS GRADUATING SINCE 1980

DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	120	48.5	10	48.1	130	48.5
PARTNER	21	8.7	2	11.1	24	8.9
SHAREHOLDER - INCORPORATED	12	4.8	2	7.4	13	4.9
NONSHAREHOLDER - INCORPORATED	35	14.3	5	22.2	40	14.9
EMPLOYED, ASSOCIATE - UNINCORPORATED	22	9.1	0	0	22	8.4
INDEPENDENT CONTRACTOR	36	14.7	2	11.1	39	14.4
ALL	247	100.0	21	100.0	268	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT STATUS OF DENTISTS

DENTISTS GRADUATING SINCE 1980

DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
TYPE OF DENTIST	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
SOLE PROPRIETOR	142	57.6	12	55.6	154	57.4
PARTNER	25	10.0	2	11.1	27	10.0
SHAREHOLDER - INCORPORATED	26	10.4	2	7.4	27	10.2
NONSHAREHOLDER - INCORPORATED	20	8.2	3	14.8	23	8.8
EMPLOYED, ASSOCIATE - UNINCORPORATED	10	3.9	0	0	10	3.6
INDEPENDENT CONTRACTOR	25	10.0	2	11.1	27	10.0
ALL	247	100.0	21	100.0	268	100.0

SOURCE: AMERICAN DENTATL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT STATUS OF DENTISTS DENTISTS GRADUATING SINCE 1980

DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	17	29.6	2	33.3	19	29.9
PARTNER	5	9.3	0	0	5	8.6
SHAREHOLDER - INCORPORATED	5	9.3	0	0	5	8.6
NONSHAREHOLDER - INCORPORATED	19	33.3	3	66.7	22	35.9
EMPLOYED, ASSOCIATE - UNINCORPORATED	7	13.0	0	0	7	12.0
INDEPENDENT CONTRACTOR	3	5.6	0	0	3	5.1
ALL	58	100.0	5	100.0	62	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

SURVEY METHODOLOGY

The 1988 Survey of Dental Practice (SDP) was an updated version of the long-form 1985 SDP. This survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 133,823 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1982 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice (general practitioner or specialist). Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty, there may not have been enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1988 SDP was initially mailed in April 1988. Two follow-up mailings to non-respondents occurred in May and June 1988. A telephone follow-up to non-respondents was conducted in July and August 1988. Coding, hand-editing, and computer processing were completed in October 1988. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 43.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The proportion of general practitioners in the population is 80%, specialists, 20%. The percentage of general practitioners in the sample is 74.9%, of specialists, 25.1%.

The weights were computed as follows:

General Practitioner
.80/.749 = 1.068731

Specialist
.20/.251 = 0.795392

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or "all" independent dentists). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1987) practice prior to 1987.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/receptionists, bookkeepers and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentists: An independent dentist owns or shares in the ownership of a dental practice. This ownership status includes sole proprietors, partners, and those who are shareholders in an incorporated practice.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Nonowner Dentists (Employed): A nonowner dentist may be employed in an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner dentist may be an independent contractor, but he may not be a shareholder in an incorporated practice.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

No-Shows: The total of patient no-shows is defined as the difference between the number of appointments scheduled and the number of scheduled visits treated. It was assumed that the number of scheduled visits treated was equal to or less than the number of appointments scheduled.

Regions: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo Dentists: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for all dentists were weighted to reflect national proportions.

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1988 Survey of Dental Practice

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following best describes your **primary and/or secondary occupation(s)** during 1987? (Please circle one response for **each** column.)

	Primary Occupation	Secondary Occupation
a. Private practice (full- or part-time)	00	00
b. Dental school faculty/staff member	01	01
c. Armed Forces	02	02
d. Other federal services (e.g., VA, PHS)	03	03
e. State or local government employed	04	04
f. Hospital staff dentist	05	05
g. Intern/resident	06	06
h. Other student	07	07
i. Other health/dental organization staff member (e.g., NIDR)	08	08
j. Not in practice	09	09
k. Retired	10	10
l. Occupation unrelated to dentistry	11	11
m. **No secondary occupation**	—	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1987.
If you were **not involved** in the **private practice** of dentistry during **any part** of 1987, please return the questionnaire. Thank you.

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **primary practice** during 1987), please give information on the practice in which you treated patients for the greatest number of months.

2a. Were you **announcing yourself and practicing** as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics) in your **primary practice** in 1987?

Yes 1
No (Skip to question 3.) 2

b. Which **one** of the following specialties are you actively practicing?

Oral and maxillofacial surgery 10
Endodontics 15
Orthodontics 20
Pediatric dentistry 30
Periodontics 40
Prosthodontics 50
Oral pathology 60
Public health 82

3. In what year did you **first** become associated with the **primary practice** where you practiced during 1987? 19____

4. Which **one** of the following **best** describes your employment status when you **first** became associated with that practice?

a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice 1
b. Partner in a complete or limited partnership 2
c. Shareholder in an incorporated dental practice 3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder 4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis 5
f. Independent contractor 6
g. Other, please specify _____

5. Which **one** of the following **best** describes your employment status in that practice during 1987?

a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice 1
b. Partner in a complete or limited partnership 2
c. Shareholder in an incorporated dental practice 3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder 4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis 5
f. Independent contractor 6
g. Other, please specify _____

6. Please answer the following about the time **you personally** spent in your primary practice during 1987.

a. Total number of weeks worked (excluding vacation) ____ weeks
b. Total number of **hours per week** spent in the practice ____ hours per week
c. Number of hours per week spent **treating patients** in the practice ____ hours per week
d. Estimate the average scheduled length of an appointment in 1987 ____ minutes
e. During a typical week, what percentage of your **time treating patients** in the **primary practice** was devoted to each of the following procedures? (If none, enter zero.)

	Percentage of Time Per Week
Diagnostic (exams, x-rays, etc.)	____%
Preventive (fluoride treatments, prophylaxis, patient education, pit and fissure sealants, etc.)	____%
Operative (restoration, amalgams, inlays, etc.)	____%
Prosthodontic	____%
Endodontic	____%
Periodontic	____%
Orthodontic	____%
Oral and maxillofacial surgery	____%
General services (anesthesia, patient management, counseling, miscellaneous)	____%
Total	**100%**

7 The following represent possible contractual agreements with third parties. Indicate if **any** apply to you in your practice by estimating the percentage of patients involved in each. Enter a zero if the category does not apply.

	Percentage of Patients
a. Service benefit plan participating agreement (e.g., Delta Dental Plan or Blue Cross and Blue Shield with participating agreement)	____ %
b. Capitation (e.g., Prudential DMO, Safeguard Health Plans, CIGNA Dental Health)	____ %
c. Fee schedule agreement (e.g., agreement with any insurance company that is contracting with Insurance Dentists of America)	____ %
d. Straight risk pool (e.g., Individual Practice Association Program)	____ %
e. Capitation-risk pool combination (e.g., Delta Dental Pacesetter Program)	____ %
f. Discount of usual fees agreement (e.g., Aetna Fast Track Program)	____ %
g. Other contractural agreement	____ %

8 During the entire year of 1987, indicate the **total** number of **patients you treated** in the **primary practice.** (This number should be different than the total number of appointments below.)

____ total patients

9 Please indicate the following regarding patient care that **you personally** provided in the **primary practice** during 1987.

The average number of:

a. **Appointments scheduled** per week (**excluding** those with hygienist appointments only)

____ appointments per week

b. **Walk-in visits** per week that **you** treated (i.e., non-emergency and no appointment scheduled) (if none, enter zero)

____ visits per week

c. **Emergency visits** per week that **you** treated (i.e., no appointments scheduled) (if none, enter zero)

____ visits per week

d. **Scheduled visits** per week that **you actually** treated (**excluding** those with hygienist appointments only)

____ visits per week

10 During a typical week, approximately what percentage of your time treating patients in your **primary practice** was devoted to implant services? (If none, enter zero.)

____ %

11 Which **one** of the following best describes **you** in your **primary practice** during 1987?

	Busyness
a. Too busy to treat all people requesting appointments	1
b. Provided care to all who requested appointments but was overworked	2
c. Provided care to all who requested appointments and was not overworked	3
d. Not busy enough, could have treated more patients	4

Entire Primary Practice Characteristics

12 What was the zip code of your **primary practice** during 1987?

____ zip code

13 **Including yourself,** please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1987. (If none, enter zero.)

	Number of Dentist Positions
a. Number of **owner** dentists (i.e., sole proprietor, partners, or shareholders)	____
b. Number of **non-owner** dentists (i.e., employed dentists, associates and non-shareholders) (if none, enter zero)	____

14 **Including yourself,** please indicate the number of full- and part-time **dentist positions** in each of the following practice areas in the **primary practice** during 1987.

	Number of Dentist Positions	
	full-time	part-time
a. General practice	____	____
b. Oral and maxillofacial surgery	____	____
c. Endodontics	____	____
d. Orthodontics	____	____
e. Pediatric dentistry	____	____
f. Periodontics	____	____
g. Prosthodontics	____	____
h. Oral pathology	____	____
i. Public health	____	____
j. Other, please specify ____	____	____

15 Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **employee positions** in the **primary practice** during 1987. (If none, enter zero.)

	Number of Employee Positions	
	full-time	part-time
a. Dental hygienist(s)	____	____
b. Chairside assistant(s)	____	____
c. Secretary/receptionist(s)*	____	____
d. Dental laboratory technician(s)	____	____
e. Bookkeeper, business personnel	____	____
f. Other, please specify ____	____	____

***Note:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

16 For the **entire primary practice,** indicate the number of chairside assistants (full- and part-time) employed in 1987 who received formal training in a structured program.

a. Full-time ____
b. Part-time ____

17 Please provide the following regarding all dental hygienist(s) appointments and visits in the **entire primary practice** during 1987. (If no hygienists were employed, skip to question 19.)

The average number of:	Dental Hygienist(s)
a. **Appointments scheduled** per week primarily for hygienist(s) treatment	____ appointments per week
b. **Scheduled visits** per week that were actually treated by all hygienist(s)	____ visits per week

18 Please provide the following for **each dental hygienist** in the **entire primary practice** during 1987. If the practice did not employ someone in these positions, please check the appropriate box.

	Not Applicable (Please check box.)	Annual Salary/ Commission (in dollars) per year	Weeks Worked per Year weeks	Hours Worked per Week hours	Length of Experience Prior to Employment in this Practice years	Length of Experience Prior to Employment in this Practice months	Length of Employment in this Practice years	Length of Employment in this Practice months
Dental Hygienist(s):								
Position #1	☐	$						
Position #2	☐	$						
Position #3	☐	$						
Position #4	☐	$						

19 Please provide the following for **each employee** in the **entire primary practice** during 1987. If the practice did not employ someone in these positions, please check the appropriate box.

	Not Applicable (Please check box.)	Weekly Salary (in dollars) per week	Hours Worked per Week hours	Length of Experience Prior to Employment in this Practice years	Length of Experience Prior to Employment in this Practice months	Length of Employment in this Practice years	Length of Employment in this Practice months
Chairside Assistant(s):							
Position #1	☐	$					
Position #2	☐	$					
Position #3	☐	$					
Position #4	☐	$					
Position #5	☐	$					
Secretary/Receptionist(s):							
Position #1	☐	$					
Position #2	☐	$					
Position #3	☐	$					
Dental Laboratory Technician(s):							
Position #1	☐	$					
Position #2	☐	$					
Bookkeeping/Business Personnel:							
Position #1	☐	$					
Position #2	☐	$					

Please use the following space to provide information for **all personnel not included above in questions 18 and 19.**

	$					
	$					
	$					
	$ per week	hours	years	months	years	months

20 For the **entire primary practice** in 1987, please indicate the following regarding the employment of auxiliary staff (If none, enter zero.)

	Dental Hygienists	Chairside Assistants
a Number of open positions filled in 1987	_____	_____
unfilled in 1987	_____	_____
b Average number of weeks position(s) was open	_____	_____

21 What is the estimated starting salary in your **primary practice** for the following auxiliary positions with no prior experience?

	Starting Salary
a Dental hygienist	$ _____ /hour
b Chairside assistant	$ _____ /hour

22 In the **primary practice** during 1987, indicate whether or not and to whom the following benefits were offered. (If the practice did not offer the benefit, please check the appropriate box.)

	Not Offered	Dental Hygienist(s)	Chairside Assistant(s)	Dental Laboratory Technician(s)	Secretary/ Receptionist(s)
a Medical insurance	☐	1	2	3	4
b Dental insurance (or reduced costs)	☐	1	2	3	4
c Separate malpractice insurance	☐	1	2	3	4
d Life insurance	☐	1	2	3	4
e Profit sharing	☐	1	2	3	4
f Pension plan	☐	1	2	3	4
g Paid sick leave	☐	1	2	3	4
h Paid vacation days	☐	1	2	3	4
i Reimbursement for professional organization dues	☐	1	2	3	4
j Reimbursement for continuing education courses	☐	1	2	3	4
k Incentive program					
percent of total production	☐	1	2	3	4
percent of production above certain limits	☐	1	2	3	4
set bonus if budgeted goals are met	☐	1	2	3	4
l Other, please specify _____					

23 Which of the following personnel in your **primary practice** use gloves, mask, protective eyewear or gowns when working with all or selected patients?

	Gloves			Mask			Protective Eyewear			Protective Gowns		
	all	some patients	none	all	some patients	none	all	some patients	none	all	some patients	none
a Dentist (self)	1	2	3	1	2	3	1	2	3	1	2	3
b Dental hygienist(s)	1	2	3	1	2	3	1	2	3	1	2	3
c Chairside assistant(s)	1	2	3	1	2	3	1	2	3	1	2	3
d Other, please specify _____	1	2	3	1	2	3	1	2	3	1	2	3

24 Approximately how long have **you personally** used the following barrier techniques?

	Number of Years	Number of Months	Do not use (Check box.)
a Gloves	_____	_____	☐
b Mask	_____	_____	☐
c Protective eyewear	_____	_____	☐
d Protective gowns	_____	_____	☐

25 If **you** wear gloves, do you change them after every patient?

Yes	1
No	2
Not applicable	3

26a Did the **primary practice** utilize computer processing services during 1987?

Yes 1
No (Skip to question 27.) 2

b Were these computer services provided by an

In-house computer? 1
Outside computer service? (Skip to question 26d.) 2
Other, please specify _____

c Who was the primary user of the computer system?

Dentist(s) 1
Secretary/receptionist(s) 2
Bookkeeping/business personnel 3
Other, please specify _____

d For which of the following functions was a computer utilized? (Please circle as many as apply.)

Patient accounting and billing 1
Maintaining expense records 2
Processing insurance forms 3
Maintaining treatment records 4
Diagnosis and monitoring of treatment 5
Scheduling patients 6
Office newsletters 7
Form letters 8
Other, please specify _____

e Which of the following was most important in your choice of a computer?

Price 1
Service/support 2
Training 3
Hardware 4
Software 5
Other, please specify _____

f How were you introduced to your computer?

Advertisement 1
Trade show 2
Mailing 3
Telephone call 4
Other, please specify _____

g If given the opportunity, would you purchase the same computer system again?

Yes 1
No 2

h Is your computer

Single user? 1
Multi user? 2

i If given the opportunity to purchase another computer system, which of the following would be most important to you?

Price 1
Service/support 2
Training 3
Hardware 4
Software 5
Other, please specify _____

27 In the **entire primary practice** during 1987

a What was the total number of operatories? _____ operatories

b How many of these were fully-equipped operatories (i.e., where a dentist can perform at least restorative dentistry)? _____ operatories

c What was the total square feet of office space? _____ square feet

28 Did the **primary practice** operate its own dental laboratory during 1987?

Yes 1
No 2

29 Were any of the following items of equipment utilized by the **primary practice** during 1987?

	Yes	No
a. Composite light curing unit	1	2
b. High speed air handpiece with fiber optics	1	2
c. Panoramic x-ray unit	1	2
d. Ultrasonic or sonic scaling unit	1	2
e. Electrosurgical unit	1	2
f. Nitrous oxide analgesic equipment	1	2
g. Modular instrument delivery system (wall divider)	1	2
h. Automatic x-ray film processor	1	2
i. Autoclavable handpiece	1	2
j. Scavenger system for nitrous oxide	1	2
k. Intraoral video camera	1	2
l. Laser	1	2
m. Biological indicator (spore test)	1	2

30 Which of the following **best** describes your **primary practice** location during 1987?

a. Metropolitan area with a population greater than 500,000
central city location 1
suburban location 2
b. Metropolitan area with a population between 100,000 and 500,000
central city location 3
suburban location 4
c. City of 50,000-99,999 population 5
d. City of 20,000-49,999 population 6
e. Rural (less than 20,000 population) 7

31 Which of the following **best** describes the building where the **primary practice** was located during 1987?

a. Home 1
b. Professional building 2
c. Shopping center 3
d. Other commercial building 4

32 Do either of the following characterize your **primary practice** where you worked in 1987?

	Yes	No
a. Retail or drug store facility	1	2
b. Franchise (practice marketed under a trade name)	1	2

33 a In 1987, was your **primary practice** located in more than one office?

Yes 1
No (Skip to question 34.) 2

b If yes, indicate the number of offices associated with your **primary practice** _____

If you were a solo practitioner during 1987, please skip to question 36

34 Please indicate the following regarding patient care by the **entire primary practice** during 1987

The average number of	Entire Practice
a **Appointments scheduled** per week (**excluding** those with hygienist appointments only)	_____ appointments per week
b **Walk-in visits** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero	_____ visits per week
c **Emergency visits** per week (i.e., no appointment scheduled) If none, enter zero	_____ visits per week
d **Scheduled visits** per week that were **actually** treated (**excluding** those with hygienist appointments only)	_____ visits per week

35 During the entire year of 1987 indicate the **total** number of **patients** treated by the **primary practice.** (This number should be different than your total number of appointments above.)

_____ total patients

36 Approximately what percentage of the **entire practice's** yearly patients are received on a referral basis from another practice, dentist or physician?

_____ %

37a During a typical month, about how many **new patients** were treated in the **entire primary practice** where you practiced in 1987? (If none, enter zero and skip to question 38.)

_____ new patients per month

b For 1987, please indicate the percentage of **new patients** from the following sources. (If none, enter zero.)

	Entire Practice Sources of New Patients
Other dentists	
General practitioners	_____ %
Specialists	_____ %
Patients	_____ %
Dental referral service	_____ %
Other professionals (e.g., M.D.'s)	_____ %
Direct mail or commercial advertising (TV, radio, newspaper, etc.)	_____ %
Capitation/closed panel contracts	_____ %
Other, please specify _____	_____ %
Total	**100%**

38 For the **entire primary practice** during 1987, how long did an average patient of record and average new patient have to **wait:**

	Entire Practice Waiting Time	
	patient of record	**new patient**
a For the **initial appointment** of a series (excluding emergency cases)?	_____ days	_____ days
b To see a dentist **after** the patient arrived for a **scheduled appointment?**	_____ minutes	_____ minutes

39 Of the 52 weeks in 1987, how many weeks was the **primary practice** scheduled to be open (not including emergency cases) to provide care to patients?

_____ weeks

40 Approximately what percentage of the patients who visited the primary practice

	Entire Practice Patient Characteristics
a were	
14 years of age or younger?	_____ %
15 to 64 years of age?	_____ %
65 years of age or older?	_____ %
Total	**100%**
b were members of families whose annual income is estimated to be	
under $10,000?	_____ %
$10,000 to 29,999?	_____ %
$30,000 or more?	_____ %
Total	**100%**
c were	
covered by a private insurance program that pays or partially pays for their dental care?	_____ %
covered by a public assistance program that pays or partially pays for their dental care?	_____ %
not covered by an insurance program?	_____ %
Total	**100%**
d were	
male?	_____ %
female?	_____ %
Total	**100%**
e were physically handicapped and/or mentally handicapped?	_____ %
f were members of a racial minority?	_____ %

41 Please indicate the percentage of patients who travelled various distances (from work or home) to your **primary practice** office

a Patients close (within walking distance or within 1-10 minute drive or transportation)	_____ %
b Patients within 11-39 minutes drive or transportation	_____ %
c Patients within 40 or more minute drive or transportation	_____ %
Total	**100%**

42. For each of the dental procedures listed below, indicate the usual fee the **entire primary practice** charged during 1987. (If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box.) Please do not report ranges.

	Not Done	Usual Fee
a. Periodic oral examination (excluding radiographs)	☐	$_____
b. Bitewing radiographs, for films	☐	$_____
c. Dental prophylaxis, for adults	☐	$_____
d. Pit and fissure sealant, per tooth	☐	$_____
e. Topical fluoride treatment (including prophylaxis), child	☐	$_____
f. Amalgam restoration, one surface, permanent (including polishing)	☐	$_____
g. Fixed unilateral space maintainer — restoration	☐	$_____
h. Root canal therapy — molar (includes treatment plan, clinical procedures and follow-up care, excluding final restoration), one canal	☐	$_____
i. Periodontal scaling and root planing — per quadrant	☐	$_____
k. Complete upper acrylic-base denture, including six-months post-delivery care	☐	$_____
l. Extraction (including local anesthesia and post-operative care), single tooth	☐	$_____

43. What was **your** 1987 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

	Net Income
a. Your primary practice?	$_____
b. Your secondary practice (if applicable)?	$_____
c. Other income from dentistry (i.e., teaching, research, other practice, etc.)?	$_____

44. In the **entire primary practice,** what was the total amount of fees charged for the dental care provided during 1987 (annual billing)? $_____

45. What percentage of the **gross receipts** were received: (If none, enter zero.)

	Gross Receipts
a. As direct patient payment?	_____%
b. As payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	_____%
c. As direct payment from private insurance carriers?	_____%
d. From other sources of payment? Please specify _____	_____%
Total	**100%**

46. During 1987, were any of the expenses of the **entire primary practice** (dental facilities or staff) shared with other dentists?

Yes 1
No 2

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses.

47. For each item below, what were the **total professional expenses** for the **entire primary practice** during 1987? (If no expenses were incurred for specific items, please enter zero.)

	Expenses
a. Yearly rent	$_____
b. Yearly mortgage (including interest)	$_____
c. Total salaries, wages and commissions of non-dentist employees	$_____
d. Total salaries, wages and commissions of employed dentists (**exclude** salaries of owner dentists or shareholders of incorporated practices)	$_____
e. Total salaries, wages and commissions of officers/shareholder dentists (**for incorporated practices only**)	$_____
f. Employee benefits of personnel not included in salaries, (e.g., insurance, pensions, etc.)	$_____
g. General office supplies	$_____
h. Dental supplies	$_____
i. Commercial dental laboratory charges	$_____
j. Advertising expenses	$_____
k. Annual depreciation costs of dental and office equipment	$_____
l. Taxes on business and business property	$_____
m. Repairs of dental or office equipment	$_____
n. Insurance related to dental office (liability, fire, etc.)	$_____
o. Legal and professional fees	$_____
p. Professional liability (malpractice insurance)	$_____
q. Interest on business indebtedness (excluding mortgage)	$_____
r. Drugs	$_____
s. Utilities (telephone, electricity, etc.)	$_____
t. Professional expenses (travel to meetings, society dues, etc.)	$_____
u. Bad debts	$_____
v. Other, please specify _____	$_____
w. **Total Professional Expenses**	$_____

Thank you for your assistance in this important research project. Please return this questionnaire by folding and placing tape as indicated. Drop it in the mail, postage is paid.